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RALEIGH EXPORT ASSISTANCE CENTER TRADE BULLETIN

ADAPTING TO A NEW GLOBAL TRADE ENVIRONMENT, MAY 12-13 RESTON, VA

This event is a unique opportunity that will bring together the American business community and Commerce Department officers from U.S. embassies in 85 countries for two days of briefings, seminars and meetings on international business opportunities and prospects. These officers will present the latest market intelligence and will also be available to meet one-on-one with conference participants to counsel them on best prospects in their respective countries.

TAKE ADVANTAGE OF THIS GREAT EVENT!!

To register or access more information, including travel information, Washington area hotels, list of participating Senior Commercial Officers and up-to-date agenda information, please visit www.usatrade.gov or call 202-775-3483.

MARKETPLACE PROCUREMENT OPPORTUNITIES FOR SMALL BUSINESSES- Wed., May 28

Mark your calendars for the next SBTDC Marketplace Seminar from 8:00 a.m.-5:00 p.m. on May 28. You'll have an opportunity to meet buyers, learn how to sell to the government and win a contract! More than 50 representatives from federal government, military/civilian agencies, large prime contractors will be available to meet one-on-one with small businesses. For more information visit www.sbtadc.org/marketplace or call (919) 715-7272.

U.S. and Chile Conclude Free Trade Agreement

(From N.C./S.C. Trade News Volume 7, Issue 4, April 2003)

After a long hiatus, new free trade agreements that will have a significant impact on the competitiveness of U.S. exports are suddenly sprouting up all across

the landscape. The U.S.-Chile Free Trade Agreement (FTA), announced Dec. 11, 2002, makes U.S. goods in Chile more competitive with goods originating in the European Union and Asia. Chile provides U.S. exporters with a particularly attractive environment: 1) It is easy to finance exports in Chile; 2) Chile has the simplest and most transparent import regulatory system in Latin America; and 3) Chile has the best credit rating in Latin America.

Other Foreign Trade Agreements (FTA's) currently in active negotiation include the U.S.-Central American (CAFTA) FTA, expected to be completed in 2003; the U.S.-Australia FTA; the U.S.-Southern Africa Customs Union (SACU) FTA, which includes South Africa; and the U.S.-Morocco FTA. Looming behind all these is the Free Trade Area of the Americas agreement, embracing 34 Western Hemisphere nations, scheduled for completion by Jan. 2005.

NIGERIAN ADVANCE FEE FRAUD WARNING

The Secret Service has issued a warning specifically for "the Nigerian Advance Fee Fraud" scheme. The perpetrators of "Advance Fee Fraud", known internationally as "4-1-9" fraud after the section of the Nigerian penal code which addresses fraud schemes, are often very creative and innovative. In these schemes, someone pretending to be a government official or business-person asks ordinary individuals and companies to help move millions of dollars out of Nigeria or another third world country in exchange for high, hassle-free profits. These "scam artists" solicit investors through mass mailings, faxes, phone calls, and e-mails.

The U.S. Secret Service has set up a task force to address these "Advance Fee Fraud" schemes. If you receive or have received such a solicitation, and have not participated or have not lost any money, please send the information by email to

419.fcd@ussf.treas.gov or by fax to 202-406-6930 or 202-406-5031.

If you have participated and have lost money in one of these scams, the Office of the Chief Counsel for International Commerce advises that you consult your attorney. The Secret Service, as a law enforcement agency, has instructed persons who have participated and have lost money in one of these scams, to call 202-406-5850 or visit www.treas.gov/ussf/alert419.shtml.

**PUBLIC AWARENESS ADVISORY
REGARDING "4-1-9" OR "ADVANCE FEE
FRAUD" SCHEMES**

4-1-9 Schemes frequently use the following tactics:

- An individual or company receives a letter or fax from an alleged "official" representing a foreign government or agency;
- An offer is made to transfer millions of dollars in "over invoiced contract" funds into your personal bank account;
- You are encouraged to travel overseas to complete the transaction;
- You are requested to provide blank company letterhead forms, banking account information, telephone/fax numbers;
- You receive numerous documents with official looking stamps, seals and logo testifying to the authenticity of the proposal;
- Eventually you must provide up-front or advance fees for various taxes, attorney fees, transaction fees or bribes;
- **Other forms of 4-1-9 schemes include:** c.o.d. of goods or services, real estate ventures, purchases of crude oil at reduced prices, beneficiary of a will, and recipient of an award and paper currency conversion.

If you have already lost funds in pursuit of the above described scheme, please contact the U.S. Secret Service in Washington, D.C. at 202-406-5572.

TRADE LEADS

(From N.C./S.C. Trade News Volume 7, Issue 4, April 2003)

Textile Machinery – The U.S. Commercial Service in Lima, Peru is seeking U.S. textile machinery firms (from thread manufacture to sewing) interested in exporting to Peru. This sector is experiencing growth (largely due to ATPDEA) and a number of firms are seeking to update to the latest technology to enhance their global competitiveness. CS Lima would like to assist in setting up a visit/seminar for reps of U.S. firms in Peru with the textile manufacturers. All interested companies should contact their local USEAC as soon as possible.

Procurement Opportunities in Afghanistan – The Afghan Interim Administration (AIA) is sending requests for procurements through the U.S. Embassy in Kabul. At this point the requests for procurement are basic and oriented to getting the AIA up and running. Companies with local reps in that region who can supply the AIA should contact: Michael McGee, Commercial Officer, Afghanistan Reconstruction, Tel: 9251-282-3699, Fax: 9251-282-3981 or email Michael.mcgee@mail.doc.gov; or Hanscom Smith at kabulecon@state.gov.

**UPCOMING TRADE MISSION TO
BULGARIA AND ROMANIA
JULY 14 – 19, 2003**

The focus of the mission will be to help U.S. companies explore business opportunities in Bulgaria and Romania. The delegation will include approximately 10-15 U.S.-based senior executives of small, medium and large U.S. firms representing, but not limited to, technology, equipment, and services in the following key growth sectors: automotive parts and services, construction equipment and building products, information technology, telecommunications, defense industry, energy, medical products, pollution control equipment and services, and tourism infrastructure. For more information contact Debbie Strader at the Raleigh USEAC.

Don't forget to check the Raleigh USEAC website for contact information, upcoming events, trade bulletins, useful links, and the North Carolina Trade Finance Guide 2003. The website can be found at www.buyusa.gov/southeast/raleigh.html.